

UNITEDSTATES

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ANNUAL AUDITED REPORT **FORM X-17A-5** 

**PART III** 

FEB 29 2008

SEC FILE NUMBER

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Washington, பഠ

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGIN	NING 01/01/07	AND ENDING	12/31/2007
	MM/DD/YY		MM/DD/YY
A	A. REGISTRANT IDENTIFICA	ATION	· · · · · · · · · · · · · · · · · · ·
NAME OF BROKER-DEALER: Ba	ncorpSouth Investment Services	s, Inc.	OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE	OF BUSINESS: (Do not use P.O. Box	( No.)	FIRM I.D. NO.
525 East Capitol Street, S	uite 402	. <u> </u>	
	(No. and Street)		
Jackson,	MS	39	201
(City)	(State)	(Zip	Code)
NAME AND TELEPHONE NUMBER Thomas Howard, President	R OF PERSON TO CONTACT IN RE		RT (601) 592-4905
		(A	rea Code – Telephone Number
В	. ACCOUNTANT IDENTIFIC	ATION	
INDEPENDENT PUBLIC ACCOUN	FANT whose opinion is contained in t	his Report*	
	(Name – if individual, state last, firs	t, middle name)	
50 North Front Street, Suite	900 Memphis	TN	38103
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:			
☑ Certified Public Account	ntant	PF	ROCESSED
☐ Public Accountant			24
☐ Accountant not residen	t in United States or any of its possess	ions.	AAR 3 1,2008
	FOR OFFICIAL USE ON		THOMSON FINANCIAL
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\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

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SEC 1410 (06-02)

#### **OATH OR AFFIRMATION**

I, Thomas Howard, swear (of affirm) that, to the best of my knowledge and belief, the accompanying financial statements and supporting schedules pertaining to the firm of BancorpSouth Investment Services, Inc., as of December 31, 2007, are true and correct. I further swear (or affirm) that neither the Company nor any partner, proprietor, principal officer, or director has any proprietary interest in any account classified solely as that of a customer.

Thomas Howard

President and Chief Executive Officer

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MY COMMISSION EXPIRES FEBRUARY 28, 2008

This report contains (check all applicable items):

<u>_x</u>	(a)	Facing Page
<u>x</u>	(b)	Statement of Financial Condition
<u>x</u>	(c)	Statement of Income
<u>x</u>	(d)	Statement of Shareholder's Equity
<u>x</u>	(e)	Statement of Cash Flows
	(f)	Statement of Changes in Liabilities Subordinated to the Claims of General
		Creditors
<u>x</u>	(g)	Computation of Net Capital
	(h)	Computation for Determination of Reserve Requirements Under Rule 15c3-3
	(i)	Information Relating to Possession or Control Requirements Under Rule 15c3-3
$\frac{x}{(1)}$	(j)	A Reconciliation, including appropriate explanation, of the
		Computation of Net Capital Under Rule 15c3-1 and the Computation for
		Determination of Reserve Requirements Under Exhibit A of Rule 15c3-3
	(k)	A Reconciliation between the audited and unaudited balance sheet with respect
		to methods of consolidation
<u>x</u>	(1)	An Oath or Affirmation
<u>_x</u>	(m)	Supplementary Report of Independent Public Accountants on Internal
		Control Structure

(1) The Company is exempt from filing the "Computation for Determination of Reserve Requirements." As such, no reconciliation is required.



KPMG LLP Suite 900, Morgan Keegan Tower Fifty North Front Street Memphis, TN 38103

#### Independent Auditors' Report

The Board of Directors and Stockholder BancorpSouth Investment Services, Inc.:

We have audited the accompanying statements of financial condition of BancorpSouth Investment Services, Inc. (a wholly owned subsidiary of BancorpSouth Bank) as of December 31, 2007 and 2006, and the related statements of operations, changes in stockholder's equity, and cash flows for the years then ended that you are filing pursuant to Rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of BancorpSouth Investment Services, Inc. at December 31, 2007 and 2006, and the results of its operations and its cash flows for the years then ended in conformity with U.S. generally accepted accounting principles.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedule 1 is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic 2007 financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic 2007 financial statements taken as a whole.



February 26, 2008

(A Wholly Owned Subsidiary of BancorpSouth Bank)

# Statements of Financial Condition

# December 31, 2007 and 2006

Assets		2007	2006
Cash and cash equivalents (note 2)	\$	1,696,475	1,099,010
Advisory fees receivable		189,000	172,500
Commissions receivable		53,325	30,698
Due from affiliated company, net (note 2)		14,207	48,331
Deposit with clearing organization		75,000	75,922
Prepaid expenses and other assets		14,848	10,293
Furniture and equipment, net of accumulated		200 002	107.600
depreciation of \$898,817 and \$807,260, respectively		289,983	197,639
Deferred income taxes (note 5)	_	6,892	8,811
	\$ _	2,339,730	1,643,204
Liabilities and Stockholder's Equity			
Liabilities:			
Accrued compensation	\$	315,537	275,483
Other liabilities	· <u> </u>	188,836	201,917
Total liabilities		504,373	477,400
Stockholder's equity (note 3):  Common stock, without par value. Authorized, issued, and outstanding 1 share		_	_
Additional paid-in capital		1,500,000	1,500,000
Retained earnings (accumulated deficit)		335,357	(334,196)
Total stockholder's equity	_	1,835,357	1,165,804
	\$	2,339,730	1,643,204

BANCORPSOUTH INVESTMENT SERVICES, INC. (A Wholly Owned Subsidiary of BancorpSouth Bank)

# Statements of Operations

# Years ended December 31, 2007 and 2006

	_	2007	2006
Income:			
Commissions	\$	4,664,442	3,511,331
Advisory fees		1,624,523	1,769,038
Interest		84,164	45,930
Other		42,501	34,234
	_	6,415,630	5,360,533
Expenses:			
Salaries and employee benefits		3,877,112	3,491,919
Clearing organization fees		337,719	269,300
Advisory fees		439,964	497,388
Registration fees and professional dues		197,298	235,000
Office occupancy and equipment		219,118	150,710
Communications and marketing		45,843	39,708
Other	_	217,736	179,251
	_	5,334,790	4,863,276
Income before income taxes		1,080,840	497,257
Income tax expense (note 5)	_	411,287	193,930
Net income	\$	669,553	303,327

# **BANCORPSOUTH INVESTMENT SERVICES, INC.** (A Wholly Owned Subsidiary of BancorpSouth Bank)

Statements of Changes in Stockholder's Equity

Years ended December 31, 2007 and 2006

		Common stock	Additional paid-in capital	Retained earnings (accumulated deficit)	Total stockholder's equity
Balance at December 31, 2005	\$	_	1,500,000	(637,523)	862,477
Net income	_			303,327	303,327
Balance at December 31, 2006		<del></del>	1,500,000	(334,196)	1,165,804
Net income	_			669,553	669,553
Balance at December 31, 2007	\$_	<del></del>	1,500,000	335,357	1,835,357

(A Wholly Owned Subsidiary of BancorpSouth Bank)

# Statements of Cash Flows

# Years ended December 31, 2007 and 2006

	_	2007	2006
Cash flow from operating activities:			
Net income	\$	669,553	303,327
Adjustments to reconcile net income to net cash provided by		•	•
operating activities:		01.555	0.4.066
Depreciation		91,557	84,366
Deferred income taxes, net		1,919	37,037
Decrease (increase) in assets:			
Advisory fees receivable		(16,500)	(17,500)
Commissions receivable		(22,627)	(4,817)
Due from affiliated company, net		34,124	(124,239)
Deposit with clearing organization		922	74,078
Prepaid expenses and other assets		(4,555)	15,261
Increase (decrease) in liabilities:			
Accrued compensation		40,054	182,659
Other liabilities		(13,081)	(13,135)
Accrued litigation settlement	_		(126,000)
Net cash provided by operating activities		781,366	411,037
Cash flows from investing activities:			
Capital expenditures		(183,901)	(47,892)
Net increase in cash and cash equivalents		597,465	363,145
Cash and cash equivalents at beginning of year		1,099,010	735,865
Cash and cash equivalents at end of year	\$	1,696,475	1,099,010
Supplemental disclosure of noncash investing activities: Furniture and fixtures acquired from BancorpSouth Bank	<b>s</b>	_	35,735

(A Wholly Owned Subsidiary of BancorpSouth Bank)

Notes to Financial Statements December 31, 2007 and 2006

#### (1) Organization and Summary of Significant Accounting Policies

#### (a) Organization and Operations

BancorpSouth Investment Services, Inc. (the Company), a wholly owned subsidiary of BancorpSouth Bank (the Bank), was organized for the purposes of providing investment advisory and securities brokerage services. The Company is registered as a broker-dealer with the Securities and Exchange Commission under the Securities Exchange Act of 1934 and is a member of the Financial Industry Regulatory Authority (FINRA). The Company clears customer transactions through Pershing, LLC on a fully disclosed basis.

#### (b) Commissions

Commissions are recognized on a trade-date basis as security transactions occur.

#### (c) Advisory fee income

Institutional advisory fees and retail advisory fees are recognized and received monthly and quarterly, respectively. Fees are based on either the month end managed asset values or the average daily assets under management. Managed asset values were approximately \$431,000,000 and \$451,000,000 at December 31, 2007 and 2006, respectively.

#### (d) Income Taxes

The Company's results of operations are included in the consolidated Federal and state income tax returns filed by BancorpSouth, Inc., parent company of the Bank. Taxes are allocated to each subsidiary member of the consolidated group at the maximum Federal and state statutory rates for each subsidiary's taxable income or loss. The allocation of tax expense for the Company's net income is paid to the parent by the Company.

Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which the deferred tax assets or liabilities are expected to be recovered or settled.

#### (e) Cash Equivalents

The Company considers only cash and money market mutual funds to be cash equivalents.

#### (f) Fair Value of Financial Instruments

At December 31, 2007 and 2006, the carrying values of the Company's financial instruments approximate their fair values.

#### (g) Furniture and Equipment

Furniture and equipment are stated at cost and are depreciated on the straight-line method using estimated useful lives of three to seven years.

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(A Wholly Owned Subsidiary of BancorpSouth Bank)

Notes to Financial Statements December 31, 2007 and 2006

#### (h) Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results sometimes differ from those estimates.

### (2) Affiliated Company

Certain operating expenses are paid by the Bank for the Company and certain commission expenses are paid by the Company for the Bank. At December 31, 2007, the Bank was liable to the Company for operating expense reimbursements totaling \$14,207. At December 31, 2006, the Bank was liable to the Company for operating expense reimbursements totaling \$48,331. Additionally, the Company had \$45,830 and \$28,072 of cash on deposit with the Bank at December 31, 2007 and 2006, respectively. Most of the Company's offices are located within branch offices of the Bank. The Bank does not charge office rent for the use of this space.

#### (3) Net Capital Requirements

In accordance with regulations of the Securities and Exchange Commission, the Company must maintain minimum net capital, as defined, such that the ratio of aggregate indebtedness, as defined, to net capital does not exceed 15 to 1. At December 31, 2007, the Company's net capital exceeded required capital by \$1,073,860 and the ratio of aggregate indebtedness to net capital was 0.38 to 1.

#### (4) Statement of Changes in Subordinated Liabilities

The financial statements do not include a statement of changes in liabilities subordinated to the claims of general creditors as required by Rule 17a-5 of the Securities and Exchange Commission since no such liabilities existed at December 31, 2007 and 2006 or at any time during the years ended December 31, 2007 and 2006.

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(Continued)

(A Wholly Owned Subsidiary of BancorpSouth Bank)

Notes to Financial Statements December 31, 2007 and 2006

#### (5) Income Taxes

The current and deferred components of income tax expense follow:

	2007	2006
Current: Federal State	\$ 355,856 53,512	136,384 20,509
	409,368	156,893
Deferred: Federal State	1,668 251	32,196 4,841
	1,919	37,037
	\$ 411,287	193,930

The differences between the income tax expense shown on the statements of operations and the amounts computed by applying the Federal income tax rate of 35% in 2007 and 2006 to income before income taxes follow:

	_	2007	2006
Expected income tax expense	\$	378,294	174,040
State income taxes, net		34,946	16,478
Nondeductible expenses		3,831	3,628
Tax credits and other, net		(5,784)	(216)
	\$	411,287	193,930

The tax effects of temporary differences that gave rise to significant portions of the deferred tax asset follow:

	<del></del>	2006	
Accrued vacation Furniture and equipment, due to differences	\$	25,780	26,685
in depreciation		(18,888)	(17,874)
	\$	6,892	8,811

(A Wholly Owned Subsidiary of BancorpSouth Bank)

Notes to Financial Statements December 31, 2007 and 2006

# (6) Commitments and Contingencies

The Company, in the ordinary course of operations, is subject to various pending or threatened legal actions. Management believes that the ultimate disposition of these matters will not have a material adverse effect on the Company's financial statements.

(A Wholly Owned Subsidiary of BancorpSouth Bank)

Computation of Net Capital, Aggregate Indebtedness and Ratio of Aggregate Indebtedness to Net Capital Under Rule 15c3-1

December 31, 2007

Total stockholder's equity Less nonallowable assets: Advisory fees receivable Deferred tax asset and due from affiliated company Furniture and equipment, net	\$ 189,000 21,099 289,983	\$	1,835,357
			500,082
Net capital before haircuts			1,335,275
Less haircuts		_	11,415
Net capital		\$_	1,323,860
Computation of Basic Net Capital Requirement		_	
Aggregate indebtedness		\$	504,373
Net capital requirement		\$_	250,000
Excess net capital		\$_	1,073,860
Ratio of aggregate indebtedness to net capital			0.38 to 1
Reconciliation with the Company's computation (included in Part II of Form X-17A-5 as of December 31, 2007):  Net capital, as reported in Company's Part II (unaudited)			
FOCUS report Audit adjustments, net		\$ _	1,374,598 50,738
Net capital per above		\$	1,323,860

See accompanying independent auditors' report.



KPMG LLP Suite 900, Morgan Keegan Tower Fifty North Front Street Memphis, TN 38103

# Report on Internal Control Required by SEC Rule 17a-5(g)(1) for a Broker Dealer Claiming an Exemption from SEC Rule 15c3-3

The Board of Directors and Stockholder BancorpSouth Investment Services, Inc.:

In planning and performing our audit of the financial statements and supplemental schedule of BancorpSouth Investment Services, Inc. (the Company), as of and for the year ended December 31, 2007 in accordance with auditing standards generally accepted in the United States, we considered the Company's internal control, including control activities over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. According, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company, including consideration of control activities for safeguarding securities. This study included tests of such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons and recordation of differences required by Rule 17a-13.
- 2. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with U.S. generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control and the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the entity's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the entity's financial statements that is more than inconsequential will not be prevented or detected by the entity's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the entity's internal control.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses, as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures, as described in the second paragraph of this report, were adequate at December 31, 2007 to meet the SEC's objectives.

This report is intended solely for the information and use of the board of directors, management, the SEC, and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

KPMG LLP

Memphis, Tennessee February 26, 2008

